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business

Pride is success in Wisconsin sausage

United Press International NEW YORK — A quality product is a sure-fire ingredient for a success-

ful company, and so is attentiveness to detail

They are for Hillshire Farm, a sausage producer in London, Wis. The company, now a subsidiary of Consolidated Foods Co., is the outgrowth of a small meat market which started up right before the Great De-

pression and almost went under just

after the hard times arrived.

Proprietors were Austrian-born Fritz Bernegger and Billy Schmidt. They split amicably during the 1950s - by that time it had grown to a couple of retail stores and a packingand Bernegger incorporated shortly thereafter.

sales now run around \$200 million a year and production a million pounds a week - Bernegger still preaches adherence to high quality and attention to the small things.

Hams and bacon, for instance, are in the smokehouse for days. ' longer a piece of meat smokes, the sweeter it is," Bernegger observes. Only fresh meat is used, not frozen, although it would be cheaper and more convenient to use frozen

As his son Gary, Hillshire's president, explains, "Frozen meat weeps' - you notice it when you take something from the home freez-- and this detracts from the

Sometimes small chunk make their way into a sa enough identity to locate t on the carcass where from," the younger Ben

plains, half seriously. "Pressures of product are so great," he says, " sausage firms chop and mash their meat to the point

taste suffers. At Hillshire, when pro needs increasing the chooses expansion rather Consequently the compare more than a dozen building

U.S.-Chinese treaty jolted Soviet Union

United Press International WASHINGTON — Carter's Jan. 4 trade sanctions against the Soviet Union for its Afghanistan invasion must have jolted Moscow. But overwhelming Congressional approval of a Most-Favored-Nation (MFN) trade status for China 20 days later was probably more jarring.

Peking now enjoys a reduction in S. tariffs on Chinese goods from 20 to 10 percent and other benefits denied the Soviets. Moscow has tried for Congression-

al approval of an MFN treaty since the 1972 settlement of the World War II Soviet 722 million Lend-Lease debt Human Rights issues then gained

prominence, and discovery of Soviet restriction and heavy exit fees charges for would-be emigrants mostly Jewish — prompted Congressional members led by Sen. Henry Jackson, D-Wash., to delay MFN approvat. The Soviets claimed U.S. "inter-

ference" in Soviet internal affairs, but intermittently increased the number of emigrants. Congressional critics were not satisfied.

efficient, Japanese cars are sweeping

the county, accounting for most of

the 27 percent import share of the

U.S. auto market and almost all of

the country's \$9 billion trade deficit

with Japan. In fact, Japan now sells

more cars in the United States than

Also sweeping the country,

however, is talk of protectionism -

keeping the Japanese cars out unless

the ones sold to Americans are made

The recent mission to Japan by

United Auto Workers president

Douglas Fraser to persuade Nissan

(Datsun) and Toyota to put assembly

plants in America was not outwardly successful. Now the UAW, with

200,000 jobless auto workers, is pur-

suing a legislative solution in the

House - clamping quotas on

Japanese cars unless a substantial

portion is made in America with

the nation's free trade posture. Cri-

tics warn legislation restricting imports could touch off an international

Japanese invasion of our shores during a time of vulnerability and transi-

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in America.

The Trade Act of 1974 added more restrictions, including a \$300 million ceiling on export credit to the Soviet

UAW protests

lapanese cars

without congressional approval.

This inhibited credits for the hardcurrency Soviet purchase of U.S.

Trade as a political weapon is not new to the Soviets. Soviet trade expert A.P. Chevynkov was quoted in 1973 as saying 'Due to the basic antagonism be-

tween communism and capitalism, trade between the East and West will always be influenced, if not dominated, by political considerations and motivations. The U.S.S.R.'s foreign trade policy is an integral part of its foreign policy. Robert Loring Allen, an American

scholar on Soviet affairs, concluded in a 1960 study, "The Soviet Union uses all of its foreign economic poticies and relations consistently and exclusively to promote the interests of the Soviet state and the philosophy on which it is founded. The United States has also grant-

ed MFN facilities to communistruled Romania, Yugoslavia and Hungary -- some with more relaxed views of the linkage between ideology and commerce.

A comprehensive study on MFN last year by the Heritage Founda-

tion mode to the smaller models with

higher gasoline mileage, says Rep.

To "repel this invasion of our economy," Traxler introduced a bill to

cut Japanese imports 35 percent im-

Sen. Donald Riegle, D-Mch., points out the auto industry provides

one of every 12 manufacturing jobs

and generates 24 percent of domestic

steel demand, 15 percent of alumi-num demand and 56 percent of rub-

ber demand.
"One can quickly see," he says,

"that the invasion of Japanese imports is a principal cause of the

recession now affecting auto-producing states — and about to

Hearings held at the UAW's re-

quest and the various threats of ac-

tion are believed by congressional

experts to be enough to encourage

the Japanese to keep imports to 1977 levels voluntarily while Detroit re-

covers from its past mistakes and

then to put some assembly plants in America. Honda, which already produces

motorcycles in America, has

announced plans to build an auto

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COAL MINERY

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The state of the s

HOMINATIONS

plant in the United States.

overtake the entire nation.

Bob Traxler, D-Mich.

Louis XVI of France in 17% 'The Most Christian Kin

United States engage mutu grant any particular favor nations, in respect of comm navigation, which shall not Cadets' for ately become common to the party," the agreement read Cowboy ch "It is important to note," sale

Heritage study, "that MFN ment does not imply a status mous with its name. In other for the Ma most favored nation trea "I think affords a third party the san vileges that the benefactor is having a with all other trading partner ceiving MFN status. When ca In 1923, prompted by the

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competiton American expo on the world market, the States adopted a policy of un tional MFN treatment to partners - except in time With the emergence of the Union and its East Europ and China after World War policies had to be create with communist countries

The Trade Agreements E Act of 1951 directed the Pres "suspend, withdraw, or pre application" of any tariff, cu other concessions for impor the Soviet Union and "any area dominated or controlle foreign government or foreig The president could

The president could part of their MFN treatment, if he felt it "We hav promote independence of a material people wor further U.S. interest. wait for the

said Barry APO, a SKYWAY TWIN ternity, s Margare

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